



January 21, 2020

Commissioner Robert Taub, Chairman
Commissioner Michael Kubayanda, Vice Chairman
Commissioner Mark Acton
Commissioner Ann Fisher
Commissioner Ashley Poling
Postal Regulatory Commission
901 New York Avenue, NW, Suite 200
Washington, DC 20268

RE: Docket RM2017-3

Dear Commissioners:

On behalf of MINDset Direct and the non-profit mailing community, I am writing to urge you to reconsider your proposal to increase postage rates several times the rate of inflation. Increases that are estimated to reach 7 percent a year, or 40 percent compounded for five years, will not reform the United States Postal Service and will have a major negative impact on our clients' ability to carry out their mission.

MINDset direct is a fundraising agency supporting non-profit organizations who want to make a difference. Direct mail has been a crucial component of our clients' work and our clients rely on mail for the majority of their fundraising. Some of our clients include Disabled American Veterans, The Children's Inn at NIH, Whitman-Walker Health and Foundation Fighting Blindness, just to name a few. Fulfilling our clients' mission is critically dependent on our ability to operate and develop resources efficiently and in a cost-effective way.

Some of our clients' missions include generating funds for research to find cures for blinding retinal diseases, helping families stay with their ill child during their hospital stay and providing a lifetime of support for our veterans. Postage increases totaling 40 percent over the next five years will have a disastrous impact on our clients' revenue and these missions.

MINDset Direct, on the behalf of our clients, urges the Postal Regulatory Commission to reconsider its proposal.

Sincerely,

A handwritten signature in blue ink that reads "Candice Briddell".

Candice Briddell
Managing Partner